

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 FEA-01 AEC-05 AID-05 CEA-01

CIAE-00 CIEP-01 COME-00 DODE-00 FPC-01 H-01 INR-05

INT-05 L-02 NSAE-00 NSC-05 OMB-01 PM-03 RSC-01 SAM-01

OES-03 SP-02 SS-15 STR-01 TRSE-00 FRB-01 /078 W

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P 120900Z DEC 74

FM AMEMBASSY DOHA

TO SECSTATE WASHDC 04

C O N F I D E N T I A L DOHA 04

E.O. 11652: GDS

TAGS : ENRG QA US

SUBJECT : GOVERNMENT OF QATAR'S ATTEMPT TO INTEREST
STANDARD OIL OF INDIANA IN CONCESSION

REF: KUWAIT 5089; LUMSDEN/PAGANELLI TELECON OF DEC 5.

1. WHEN WE INFORMED GOQ OIL ADVISOR DR. TAHIR HADIDI ON DEC 7 THAT STANDARD OIL OF INDIANA (SOI) WOULD SEND AMOCO VICE PRESIDENT MERRITT COFFIELD TO DOHA TO DISCUSS POSSIBLE CONCESSION OFFER SINCE VAN DER BEEK NOT AVAILABLE, HADIDI RESPONDED THAT COFFIELD WAS BEIRUT-BASED REPRESENTATIVE WHOM HE HAD ALREADY SEEN SEVERAL TIMES ON MATTER. ACCORDING HADIDI, COFFIELD IS AREA "SCOUT" FOR COMPANY AND DOES NOT HAVE DECISION-MAKING AUTHORITY, AND THAT IS WHY HE ASKED FOR VAN DER BEEK, A HIGHER LEVEL OFFICIAL WHOM HADIDI IS CONFIDENT COULD ACT ON WHAT HADIDI REGARDS AS ATTRACTIVE GOQ OFFER. HADIDI SAID, HOWEVER, THAT HE WOULD BE HAPPY TO RECEIVE COFFIELD, AND EXPRESSED HOPE THAT COFFIELD WOULD HAVE SOMETHING NEW TO SAY TO HIM.

2. SUBSEQUENT TO ABOVE CONVERSATION, WE CONTACTED COFFIELD IN BEIRUT BY PHONE AND HE INFORMED US HE PREPARED TO COME TO DOHA EARLY THIS
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WEEK. WE CON-VEYED TO COFFIELD HADIDI'S HOPE THAT HE WOULD HAVE SOME-

THING NEW TO SAY. COFFIELD PHONED US DEC 9 TO SAY HE HAD BEEN IN TOUCH WITH SOI, AND, SINCE HE HAD NOTHING NEW TO OFFER HADIDI, HE HAD DECIDED NOT RPT NOT TO COME TO DOHA AT THIS TIME.

3. WHEN WE TOLD HADIDI THAT COFFIELD WOULD NOT BE COMING, HE REITERATED HIS REQUEST FOR A VISIT BY VAN DER BEEK. HE STRESSED THAT HE HAS CONVINCED THE AMIR THAT SOI WOULD BE GOQ'S BEST BET FOR CONCESSION, AND AMIR HAS ASKED HIM REPEATEDLY WHY COMPANY WAS NOT RPT NOT INTERESTED ENOUGH TO SEND HIGH LEVEL REPRESENTATIVE HERE TO AT LEAST HAVE GOOD LOOK AT SITUATION. HADIDI POINTED OUT THAT SHELL WOULD BE UNDERTAKING BIG NEW EXPLORATION PROGRAM AND GERMAN WINTERSHAL HAD GOOD PROSPECTS, AND BOTH THESE AREAS ADJACENT TO OLD JAPANESE CONCESSION WHICH GOQ WANTED SOI TO CONSIDER.

4. COMMENT: HADIDI WILL NOT BE SATISFIED UNTIL HE TALKS TO VAN DER BEEK, AND I WOULD APPRECIATE THE DEPARTMENT'S DOING WHAT IT CAN TO PERSUADE VAN DER BEEK TO COME TO DOHA AT HIS EARLIEST POSSIBLE CONVENIENCE. IN ADDITION, ACCORDING TO HADIDI, HE HAS GONE SOMEWHAT OUT ON A LIMB WITH AMIR RE AN AMERICAN PRESENCE IN OIL OPERATIONS HERE. IT SEEMS TO ME THAT THIS IS IN OUR MUTUAL INTEREST, AND WE SHOULD DO WHAT WE CAN TO GET VAN DER BEEK OUT HERE.
PAGENELLI

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